

PROTECTION1® RISK-SHARE SERVICE AGREEMENTS



An Innovative Performance-Based Service Partnership with KARL STORZ

Predictability and control of repair cost are critical aspects of driving down the total cost of ownership of reusable medical devices. Our PROTECTION1® Risk-Share Agreements enable customers to drive down repairs and reduce costs by mitigating the financial risk of unexpected repairs, offering financial incentives if repairs are reduced, and providing repair data transparency.

Risk-Share Service Agreement Highlights:

- Predictability in repair cost
- Committed partner in driving down repair frequency



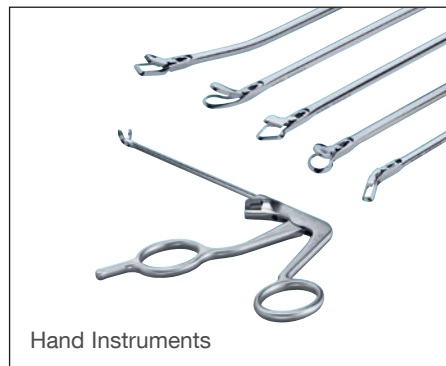
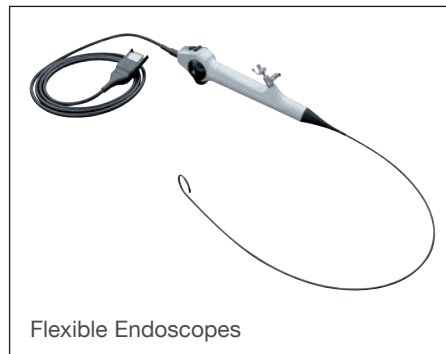
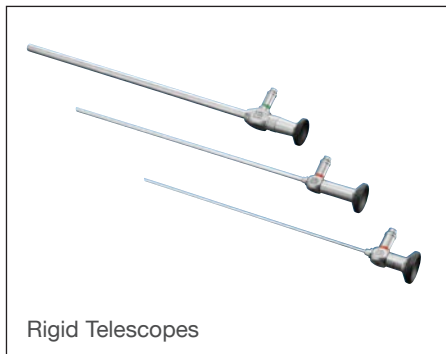
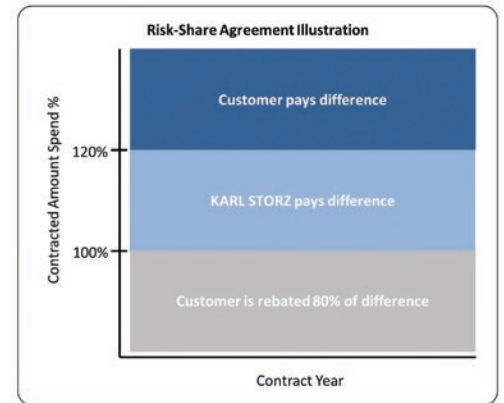
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Risk-Share service agreements provide repair/replacement of covered equipment up to the projected cost of service for the covered equipment for the length of the contract.

If the annual repair costs are less than the annual contract price, the customer is credited 80% of the difference. If the annual repair costs are more than the annual contract price KARL STORZ bears the first layer of risk, and the customer only pays for additional repairs above 120% of the annual contract price. Risk-Share agreements eliminate the volatility of a fee-per-repair service model, while incentivizing repair reduction.

Products eligible for coverage include:



It is recommended to check the suitability of the product for the intended procedure prior to use.

KARL STORZ SE & Co. KG
Dr.-Karl-Storz-Straße 34, 78532 Tuttlingen/Germany
Postbox 230, 78503 Tuttlingen/Germany
Phone: +49 (0)7461 708-0
Fax: +49 (0)7461 708-105
E-Mail: info@karlstorz.com
www.karlstorz.com



KARL STORZ Endoscopy-America, Inc.
2151 East Grand Avenue
El Segundo, CA 90245-5017, USA
Phone: +1 424 218-8100
Phone toll free: 800 421-0837 (US only)
Fax: +1 424 218-8525
Fax toll free: 800 321-1304 (US only)
E-Mail: communications@karlstorz.com